

## Message Text

UNCLASSIFIED

PAGE 01 STATE 012497  
ORIGIN COME-00

INFO OCT-01 AF-08 NEA-10 ISO-00 EB-07 /026 R

DRAFTED BY COM/OIM/WALE/DCG  
APPROVED BY EB/OCA/CD:WERAU  
COM/OIM/RGOOTENBERG  
COM/AF/SMILLER  
COM/CAGNE/PHALE  
COM/EM/EOLSEN  
NEA/RA:DMORRISON (INFO)  
AF/W/SPATRICK  
AF/LWHITE (INFO)

-----191801Z 099932 /53

P 191723Z JAN 77  
FM SECSTATE WASHDC  
TO AMCONSUL DHAHRAN PRIORITY  
AMEMBASSY JIDDA PRIORITY  
AMCONSUL KADUNA PRIORITY  
AMEMBASSY KHARTOUM PRIORITY  
AMEMBASSY LAGOS PRIORITY

UNCLAS STATE 012497

E.O. 11652: NA

TAGS: BEXP, NI, SU, SA

SUBJECT: IOGDWA STATE IOGA TRADE MISSION

REF: STATE 307249; LAGOS 14281; KHARTOUM 3837; JIDDA 8074

1. BECAUSE OF DIFFICULT SCHEDULING PROBLEMS LAGOS, IOWA  
FORCED REVISE TRADE MISSION ITINERARY. PROPOSE FOR POSTS'  
IMMEDIATE CONFIRMATION FOLLOWING: LAGOS (THREE WORKING  
DAYS); KADUNA (TWO WORKING DAYS) APRIL 25-29; KHARTOUM  
(THREE WORKING DAYS) MAY 2-4; JIDDA/RIYADH (THREE WORKING  
DAYS) (CONSTRUCTION EQUIPMENT MEMBERS ONLY) MAY 7-10;  
DHAHRAN (ONE AND ONE-HALF DAYS) (AGRICULTURAL EQUIPMENT  
MEMBERS ONLY) MAY 7-8.

UNCLASSIFIED

PAGE 02 STATE 012497

2. FOR LAGOS/KADUNA: USDOC URGES POSTS SUPPORT SUBJECT  
MISSION. TSS AND MISSION NOT EXPECTED OVERLAP RE PRODUCT  
MIX. TSS EMPHASISES TECHNOLOGY, SYSTEMS, AND NOT PRIMARI-

LY PRODUCT ORIENTED AS TRADE MISSION. FURTHER, TRADE MISSION MIX EXPECTED DIVIDED EQUAL REPRESENTATION CONSTRUCTION AND AGRICULTURAL EQUIPMENT.

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THUS BOTH EVENTS WOULD BE OFFERING HOST COUNTRY TARGET AUDIENCE WIDEST RANGE OF U.S. PRODUCTS AND SERVICES FOR CONSIDERATION. IOWA FIRMS ARE EXTREMELY INTERESTED IN THE NIGERIA MARKET. MOST OF THE EXPECTED PARTICIPANTS WILL BE

VETERANS OF SEVERAL IOWA IOGA MISSIONS AND FULLY PREPARED TO PRESENT INTELLIGENT PROPOSALS. DEAN ARBUCKLE OF THE IOWA DEV. COMMISSION, WHO IS EXPECTED TO ADVANCE AND LEAD THE MISSION, IS ALSO WELL EXPERIENCED IN THESE DUTIES AND SINCE HE WILL HAVE PERSONALLY PROCURED THE PARTICIPANTS, WILL BE WELL VERSED RE THEIR PRODUCT LINES AND OBJECTIVES. FURTHER, OTHER THAN THE TSS AND THE CATALOG SHOW SCHEDULED FOR MARCH 1977, THERE ARE NO OTHER OFFICIALLY SPONSORED USDOC EVENTS UNTIL JULY.

3. MISSION PROCUREMENT CAN BE COMPLETED AND PRODUCT INFORMATION PROVIDED TO POSTS AS SOON AS A FINAL ITINERARY IS CONFIRMED. IF NEW DATES STILL UNACCEPTABLE FOR ANY REASON, MISSION COULD BE RESCHEDULED TO BEGIN ONE OR TWO WEEKS EARLIER. PLEASE ADVISE.

4. WITH ACCEPTANCE OF THE APRIL 25-MAY 8 DATES, ADVANCE WORK IS PROPOSED TO FOLLOW IDENTICAL SCHEDULE OF MISSION  
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PAGE 03 STATE 012497

BEGINNING FEB. 25 THROUGH MARCH 13.  
KISSINGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition History:** n/a  
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**Document Unique ID:** 00  
**Drafter:** OIM/WALE/DCG  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770020-0333  
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**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** 82dba2d4-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 307249, 77 LAGOS 14281, 77 KHARTOUM 3837, 77 JIDDA 8074  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 27-Sep-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3556378  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** IOGDWA STATE IOGA TRADE MISSION  
**TAGS:** BEXP, NI, SU, SA  
**To:** DHAHRAN JIDDA MULTIPLE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/82dba2d4-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009